



## Table of Contents

---

Missouri Women's Council  
Featured Board Member  
Page 2

---

Economic News  
Page 3

---

Missouri Women Owned Business  
Page 4 –5

---

Trainings & Job Fairs  
Page 6 - 8

---

In Every Issue:  
Business Resources  
Women Resources  
Page 9 & 10

---

Upcoming Events  
Page 11

---

# November 2010 Women's Edition

*Mission statement:*

*"The mission of the Missouri Women's Council is to promote the economic success of Missouri women by connecting them to information and resources"*



Jeremiah "Jay" Nixon  
Governor



David Kerr  
Director  
Department of Economic Development

## Missouri Women's Council Board Members 2010

### Board Chair

Michelle J. Word, Kansas City

Janet M. Bandera, O'Fallon

Christine J. Bierman, St. Louis

Senator Norma Champion, Springfield

Melodee Colbert-Kean, Joplin

Jacqueline Coleman, Jefferson City

Senator Rita Days, St. Louis

Michelle Esswein, St. Louis

Sarah Murray, Kansas City

Norma Nisbet, St. Louis

Representative Marilyn Ruestman, Joplin

Representative Rachel Storch, St. Louis

Karen Thornton, Sunrise Beach

Valerie White, St. Charles

Donayle Whitmore-Smith, St. Louis

## November's Featured Board Member

### Jackie Coleman



Jackie Coleman, a resident of Jefferson City, owns Coleman & Associates, a governmental and educational consulting company. She retired from Missouri state government in 2003 after 28 years of service.

Jackie earned her B.S. degree in Education from the University of Missouri Columbia and M.A. in Counseling Education from St. Louis University.

Jackie is an active community leader, participating on numerous boards and receiving recognition for her advocacy to improve the lives of children and families. She has dedicated 43 years of her life serving the education community as a former teacher, administrator and local school board member. Jackie's fifteen year tenure on the Jefferson City Board of Education gives her the distinction of being the Board's longest serving member. She continues to serve her community as a board member on the Boys & Girl Club of the Capital City and River City Habitat for Humanity. Jackie says a quote from Marion Wright Edelman explains her passion and dedication to community: "Service is the rent we pay to be living. It is the very purpose of life and not something you do in your spare time."

Jackie has been married to her husband, Ron, for 43 years. They have two grown daughters and three granddaughters.



# Economic News You Can Use



## **WorkReadyMissouri**

Governor Nixon launched a **WorkReadyMissouri** program to help businesses train potential employees at no cost, and help job seekers who are receiving unemployment insurance benefits to connect with businesses and organizations looking for skilled workers. [Click here for more information.](#)

## **Missouri SBA Releases Final Women-Owned Small Business Rule to Expand Access to Federal Contracting Opportunities**

**New program will be available in early 2011 for small, women-owned firms**  
With the publication last week of a final rule in the Federal Register, the U.S. Small Business Administration (SBA) will begin implementation of its **Women-Owned Small Business** (WOSB) contracting program. The agency expects the program to be available for WOSBs in early 2011. The rule is part of the Obama Administration's overall commitment to expanding opportunities for small businesses to compete for federal contracts, in particular those owned by women, socially and economically disadvantaged persons and veterans. [Click Here for more information](#)



## **Show Me Heroes** **Take the Pledge.** **Hire a Vet.**

Governor Nixon is launching the 'Show-Me Heroes' initiative to showcase Missouri businesses that are willing to hire Veterans returning from the world's battlefields. [Click Here for more](#)



## **DED Releases State Jobs Report for October**

Missouri's unemployment rate edged up by one-tenth of a point in October, according to data released today by the Missouri Department of Economic Development (DED).

The state's seasonally-adjusted unemployment rate was at 9.4 percent, up slightly from 9.3 percent in both August and September. The not-seasonally-adjusted rate decreased by three-tenths of a point from the September figure to 8.8 percent. In comparison, the U.S. rates for October 2010 were 9.6 seasonally-adjusted and 9.0 not-seasonally-adjusted.

[Click here for more information.](#)

## **Governor Nixon's Small Business Loan Program**

Through Gov. Nixon's Small Business Loan Program, Missouri businesses with five employees or fewer may apply for loans of between \$2,500 and \$25,000. The loans are typically repaid over a ten-year term and at a low interest rate of 3 percent. Missouri businesses wishing to apply for one of the loans can go online to [www.ded.mo.gov/MOloan/index.htm](http://www.ded.mo.gov/MOloan/index.htm) to download an application.



# BOLD Marketing, LLC

Owner: Dana Hukel, MBA  
Cape Girardeau



Dana Hukel, MBA, owner  
BOLD Marketing, LLC

## Brief Description of Business:

BOLD Marketing is a strategic marketing and communications firm that works with businesses, non-profits and healthcare organizations to develop and execute marketing goals with measureable results. Areas of focus include: campaigns, public relations, strategic planning, advertising, special events, crisis management and fundraising.

## Mission:

We, the principal and employees of BOLD Marketing, strive at all times to deliver more than is expected; respond immediately to our clients' needs with creativity and flexibility; and respect our clients' budgets as if they were our own. Our mutual success comes from all staff members doing their best: remaining dedicated to teamwork; embracing the goal of complete customer satisfaction; and taking pride in designing and producing quality work.

## What involvement do you have with other women-owned businesses?

We are fortunate to live in an area that has many successful women-owned businesses, many of whom I work with on a daily basis. Some are clients of BOLD Marketing, while others serve as mentors for my staff and I. We are active with the Chamber, which includes committees comprised of women, and are Partners in Education with a woman-owned private school.

## What challenges have you faced as a woman owned business? How did you overcome them?

I launched BOLD Marketing at the onset of the recession. That in itself has proven challenging. To overcome the obstacle of tightened budgets in the business sector, we set out to prove our value to businesses by employing measurement tools to each marketing tactic we recommended. We also conducted independent, pro bono market research on many industries in our service area to ensure we recommended marketing and advertising tactics that would prove successful for our clients and potential clients. Because of this extra level of service, we gained the trust of businesses to handle their marketing budget as if it was our own.

## What did you view as your biggest obstacle in starting your business?

My biggest obstacle was forcing myself to carve out time for new business development. As an owner, it is easy to get sucked into being owner, janitor, bookkeeper, secretary, account manager, leader and new business developer. All are very important roles, but without continuous new business development, it is difficult to grow.





# BOLD Marketing, LLC

Owner: Dana Hukel, MBA  
Cape Girardeau

## Get to Know Dana Hukel, MBA:

### ***Which talent would you most like to have?***

I don't have one talent that I desire. Instead, I would like to further develop the skill sets I use every day to further grow the business. I am a very driven individual, so it is important for me to be efficient in the majority of roles I play. In the meantime, I rely on expert consultants to guide me along the path.

### ***Who are your heroes in real life?***

Sounds cliché, but my parents really molded me to be independent, self-assured and even competitive so that I had little hesitation when launching BOLD Marketing. I was also guided in marketing by a very successful owner of an advertising agency who continues to serve as my mentor.

### ***What is your motto?***

"Such is Life"

There have been many obstacles and situations that could have derailed my dream of opening a business, but I take those *opportunities* as teaching moments and try to remind myself that although I can plan, prepare and plan some more, I am not in control of the outcome.

### ***What are your hobbies?***

Cooking, embarrassing my daughters, date night with my husband, and thinking of new adventures for BOLD Marketing. (Yes, I have a career hobby!)

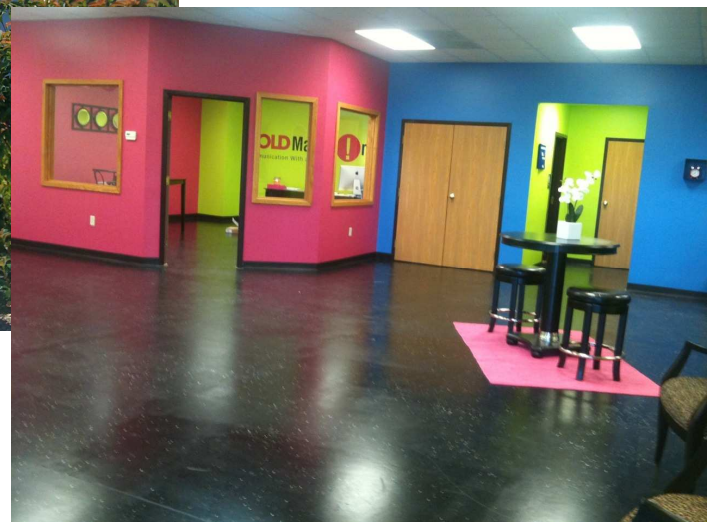
### ***One word that describes yourself?*** BOLD

## **What advice would you give to a woman wanting to start a small business?**

First, I recommend that you network heavily. Spend the time building relationships with leaders in the community so that, in time, they serve as referral sources for your business. Second, do your research. Learn what is needed in the industry, what your competitors do well and areas where they fail, and develop a strategy to move your business forward. Stick to that strategy earnestly, because as your business grows, your competitors will look for opportunity to lessen your value. Third, determine your moral and ethical boundaries in business and never step over the line, regardless how enticing the prize may be on the other side. You will earn respect holding true to your values.

## **What did you view as your biggest accomplishment?**

To date, my biggest accomplishment has been in employee recruitment. I have some amazing women who work for BOLD Marketing, and our personalities, although very different, are in sync. I look for individuals who have passion for our field of work, are creative, live for a challenge and are dedicated beyond salary. This allows me to delegate without hesitation, and our clients sense strong consistency.



BOLD Marketing, LLC  
Cape Girardeau, Missouri



# Business Trainings and Job Fairs

**November 23rd, 2010**

**Understanding Financial Statements**

Location: Mexico

[Click Here for more information](#)

**November 23rd, 2010**

**Advanced Quickbooks**

Location: Warrensburg

[Click Here for more information](#)

**November 23rd, 2010**

**Starting and Managing a Business**

Location: St. Louis

[Click Here for more information](#)

**November 24th, 2010**

**Understanding Financial Statements**

Location: Mexico

[Click Here for more information](#)

**November 30th, 2010**

**Selling to the Government**

Location: Springfield

[Click Here for more information](#)

**November 30th, 2010**

**Marketing—Create Breakthrough  
Marketing**

Location: Hannibal

[Click Here for more information](#)

**November 30th, 2010**

**Successful Social Media Marketing**

Location: Lamar

[Click Here for more information](#)

**November 30th, 2010**

**Starting and Managing a Business**

Location: St. Louis

[Click Here for more information](#)

**December 1st, 2010**

**Exploring Entrepreneurship Start-up**

Location: Columbia

[Click Here for more information](#)

**December 1st, 2010**

**Basics of Writing a Business Plan**

Location: St. Peters

[Click Here for more information](#)

**December 1st, 2010**

**Starting a Business: The First Steps**

Location: Jackson

[Click Here for more information](#)

**December 2nd, 2010**

**Successful Social Media Marketing**

Location: Carthage

[Click Here for more information](#)

**December 2nd, 2010**

**Winning Government Contracts:  
The First Steps**

Location: Kansas City

[Click Here for more information](#)

**December 2nd, 2010**

**Understanding Financial Statements**

Location: Columbia

[Click Here for more information](#)

**December 3rd, 2010**

**Starting a Business**

Location: St. Louis

[Click Here for more information](#)

**December 7th, 2010**

**Basics of Writing a Business Plan**

Location: Joplin

[Click Here for more information](#)





# Business Trainings and Job Fairs

**December 7th, 2010**

**Basics of Writing a Business Plan**

Location: Joplin & Macon

[Click Here for more information](#)

**December 7th, 2010**

**Introduction to Quickbooks Pro**

Location: Saint Peters

[Click Here for more information](#)

**December 7th, 2010**

**Starting a Business**

Location: Paris

[Click Here for more information](#)

**December 7th, 2010**

**How to Start a New Business**

Location: Cape Girardeau

[Click Here for more information](#)

**December 8th, 2010**

**Selling to the Government- PTAC**

Location: Ft. Leonard Wood

[Click Here for more information](#)

**December 8th, 2010**

**Basics of Writing a Business Plan**

Location: Kansas City

[Click Here for more information](#)

**December 8th, 2010**

**Building the Ultimate Business Plan**

Location: Springfield

[Click Here for more information](#)

**December 9th, 2010**

**Pricing Products or Service**

Location: St. Louis

[Click Here for more information](#)

**December 9th, 2010**

**Basics of Writing a Business Plan**

Location: Ft. Leonard Wood

[Click Here for more information](#)

**December 9th, 2010**

**Building the Ultimate Business Plan**

Location: Springfield

[Click Here for more information](#)

**December 9th, 2010**

**Introduction to Quickbooks Pro**

Location: St. Peters

[Click Here for more information](#)

**December 10th, 2010**

**Starting and Managing a Business**

Location: Warrensburg

[Click Here for more information](#)

**December 10th, 2010**

**Small Business Roundtable**

Location: St. Louis

[Click Here for more information](#)

**December 10th, 2010**

**Starting a Small Business**

Location: Joplin

[Click Here for more information](#)

**December 14th, 2010**

**Leadership Camden County**

Location: Camdenton

[Click Here for more information](#)

**December 14th, 2010**

**Selling to Government-PTAC**

Location: Springfield

[Click Here for more information](#)

**December 14th, 2010**

**Starting and Managing a Business**

Location: St. Louis

[Click Here for more information](#)

**December 16th, 2010**

**Understanding Financial Statements**

Location: St. Joseph

[Click Here for more information](#)

**December 16th, 2010**

**Winning Government Contracts**

Location: Blue Springs

[Click Here for more information](#)

**December 16th, 2010**

**Understanding Cashflow for Business Decisions**

Location: Columbia

[Click Here for more information](#)

**December 17th, 2010**

**Financing Your Business**

Location: St. Louis

[Click Here for more information](#)

**January 12th, 2010**

**Building the Ultimate Business Plan**

Location: Springfield

[Click Here for more information](#)

**March 11, 2011**

**UMSL Spring Internship & Job Fair**

Friday, March 11, 2011

10:00 am - 2:00 pm

Mark Twain Building

University of Missouri-St. Louis

[Click Here for more information](#)







## Workforce Workshop

### ***“Multi gen” Workshop Addresses the Changing Landscape of Work December 6th, 2010 10:00 a.m.—2:00 p.m.***

The World War II Generation. The Baby Boom Generation. Generation Xers. The Millennial Generation. For the first time in modern history, all four groups are in the workplace. Because each of the generations came of age in a distinct and unique era, each has its own perspective on such critical business issues as leadership, communication, problem solving, and decision making.

Three important trends also make it crucial that organizations become more successful at addressing intergenerational dynamics: competition for talent is escalating, more generations are working side-by-side, and productivity and business results are linked to work environment. Businesses that pay attention to intergenerational issues will see an impact on their bottom line in a number of areas: corporate culture, recruitment, employee engagement, retention, and customer service.

“Leading a Generation-Friendly Workplace: Policy and Practice” workshop will be presented on **December 6** from **10 AM to 2 PM** at Carnegie Village in Belton, MO. The workshop will explore the “multi gen” phenomenon that exists in today’s workplace. AARP Missouri and the Metropolitan Community College Institute for Workforce Innovation collaborated to present this invaluable information.

“This is an excellent opportunity for Human Resources managers, operational managers and other company decision makers to learn more about the profile of today’s workforce,” said Pat Lees, special projects manager for the MCC Institute for Workforce Innovation. The workshop will facilitate a discussion of successful policies and practices and provide the AARP Workforce Assessment Tool which is free, confidential and online.

Workshop presenters include Phyllis Cohn, project manager for AARP’s Workforce Issues Team in Washington, DC; and Nancy Campbell, Chief Thinking Officer for LeaderFuelNow, LLC based in Overland Park, KS. Award-winning Campbell is a member of the Society for Human Resources Management (SHRM) and author of numerous publications, including *R-E-S-P-E-C-T In The Workplace*.

In addition to guest speakers, the workshop will include a panel discussion of practitioners who have implemented successful policies and practices that support job satisfaction and productivity. A group exercise will help participants assess their workplace as a generation-friendly environment.

Lunch will be served and all materials will be provided, including a bevy of free AARP resources. Registration is \$30 in advance and \$35 at the door; contact MCC to register at 816.604.1600.

More information is available by visiting [www.aarp.org/mo](http://www.aarp.org/mo) (scroll down to “Join Us for Events”), or contact Anita K. Parran at 816.360.2202 or e-mail at [aparran@aarp.org](mailto:aparran@aarp.org).





## In Every Issue Business Resources

### **Missouri Business Portal**

An online resource as a single point of entry for business registration, filings, licenses, and permits for doing business in the State of Missouri. [Click here for more information.](#)

### **Missouri Business Development Programs**

The Missouri Small Business & Technology Development Center (MO SBTDC) successfully assists more than 10,000 businesses with business start-up and training workshops. Visit [www.missouribusiness.net](http://www.missouribusiness.net).

### **Missouri Catalog of State Assistance Programs**

Provides detailed information about state grants, loans and assistance programs and how to apply for them. [Click here for more information.](#)

### **Missouri Department of Economic Development Programs for Business**

The Missouri Department of Economic Development offers a listing of programs for businesses. For a full listing, please [click here](#).

### **Missouri Enterprise Business Assistance Centers (MEBAC)**

MEBAC's mission is to help small businesses enhance productivity, expand production, increase sales and improve profitability. Visit [www.missourienterprise.org](http://www.missourienterprise.org) or call toll free at (800) 956-2682.

### **Missouri Linked Deposit Program**

The Big Missouri Linked Deposit Program is administered through the state treasurer's office to enable financial institutions to make low-cost loans to businesses and farms to create jobs and help Missouri's economy grow. Visit [www.treasurer.mo.gov/LinkedDeposit.asp](http://www.treasurer.mo.gov/LinkedDeposit.asp).

### **MOSourceLink**

MOSourceLink connects small business owners with a network of nonprofit resource organizations that provide business-building services. Visit [www.mosourcelink.com](http://www.mosourcelink.com) or call toll-free at (866) 870-6500.

### **Missouri Procurement Technical Assistance Centers (MO PTAC)**

MO PTAC's mission is to assist businesses—including small, disadvantaged and women owned firms—in obtaining federal, state and local government contracts. Visit [www.missouribusiness.net/PTAC](http://www.missouribusiness.net/PTAC)

### **Missouri Small Business Regulatory Fairness Board (SBRFB)**

The SBRFB provides a key interface between state regulatory agencies and affected small businesses. For more information, please [click here](#).

### **Missouri Small Business and Technology Assistance Centers (MO SBTDC)**

MO SBTDC is focused on strengthening the technological competitiveness of Missouri's businesses. Visit [www.missouribusiness.net/fast](http://www.missouribusiness.net/fast).

### **Missouri Women's Council**

Provides information and resources regarding business, education and career development to Missouri's women. Visit [www.womenscouncil.org](http://www.womenscouncil.org) or call toll free at (877) 426-9284.

### **MoFAST: SBIR/STTR Program**

Help for entrepreneurs and small businesses seeking federal funding for technology and life sciences businesses, products, research and development. Visit [www.mofast.net](http://www.mofast.net).

### **Office of Administration—Office of Equal Opportunity**

OEO's mission works to assist women and minorities in developing opportunities to contract with the state, economically empowering traditionally underserved communities and improving the overall fiscal vitality of the State of Missouri. Visit [www.oa.mo.gov/oeo](http://www.oa.mo.gov/oeo) or call toll free (877) 259-2963.

### **SBA— Small Business Administration**

The SBA links entrepreneurs with resources, services and support specifically designed for small business needs. Visit [www.sba.gov](http://www.sba.gov) or call toll free at (800) U ASK SBA.





In Every Issue-

# Women's Resources

## **National Association of Women Business Owners**

NAWBO is a dues-based national organization representing the interests of all women entrepreneurs in all industries. Membership is open to sole proprietors, partners and corporate owners with day-to-day management responsibility.

Phone: (800) 556-2926

Website: [www.nawbo.org](http://www.nawbo.org)

## **National Women's Business Council**

The Council's mission is to promote initiatives, policies and programs designed to support women's business enterprises at all stages of development in the public and private sector marketplaces, from start-up to success to significance.

Website: [www.nwbc.gov](http://www.nwbc.gov)

## **eWomenNetwork, Inc.**

eWomenNetwork, Inc. is committed to helping women and their businesses achieve, succeed and thrive in the new economy. Their goal is to help female business owners and professionals achieve their goals.

Website: [www.eWomenNetwork.com](http://www.eWomenNetwork.com)

## **Women Impacting Public Policy, Inc. (WIPP)**

A national nonpartisan public policy organization that advocates for and on behalf of women and minorities in business in the legislative process of our nation, creating economic opportunities and building bridges and alliances to other small business organizations.

Website: [www.wipp.org](http://www.wipp.org)

## **Career Education Coordinators**

Network of professionals focusing on nontraditional careers as well as providing information and expertise in career awareness, exploration and planning for various audiences.

Website: [www.missouricareereducation.org](http://www.missouricareereducation.org)

## **Women's Business Enterprise National Council (WBENC)**

Dedicated to advancing the success of Corporate Members, certified women's business enterprises, and government entities in partnership with its Regional Partner Organizations (RPOs)

Website: [www.wbenc.org](http://www.wbenc.org)

## **Missouri Child Care Resource and Referral Network**

The Missouri Women's Council recognizes that often times women in business and workforce may encounter barriers accessing quality child care. This organization coordinates the activities of the eight child care resource and referral agencies that serve all 115 counties in Missouri.

Website: [www.mocccrn.org](http://www.mocccrn.org)

## **Women's Business Development Center**

The largest women's business assistance center in the United States. Nationally and internationally recognized for responsive, innovative, and effective programs and advocacy efforts. Delivers business services and financial assistance to empower women towards entrepreneurship and economic self-sufficiency.

Website: [www.wbdc.org](http://www.wbdc.org)

## **Winning Women**

Winning Women works to foster economic growth and provide leadership in developing and supporting our future workforce. Education and mentoring opportunities focus on traditional and non-traditional occupations and apprenticeships in the private and public sectors. Website: [www.winningwomen.net](http://www.winningwomen.net)



## **Caring Communities**

A "partnership" that enables community and school leaders to define priorities and agendas based on each community's needs, assets and vision. By developing community-based supports and services, the aim is to enhance the well-being of children, which is inseparable from the well-being of their families and the stability and economic viability of the communities where they live.

Website: [www.mofact.org](http://www.mofact.org)

## **WPO Women Presidents' Organization**

The WPO is a non-profit membership organization for women presidents of multimillion-dollar companies. Members of the WPO take part in professionally facilitated peer advisory groups in order to coax the 'genius out of the group' and grow their businesses to the next level.

Website: [www.womenpresidentsorg.com](http://www.womenpresidentsorg.com)

## **Missouri Career Centers**

Located in communities across the state and represent a unique partnership of employment and training organizations that reflect the specific needs in each local community. These resource areas are equipped with computers, fax machines, and telephones that operate similarly to a public library.

Website: [www.missouricareersource.com](http://www.missouricareersource.com)



## Upcoming Events and Programs

Import Compliance  
International Trade Council of Greater KC  
December 2nd, 2010  
Kauffman Foundation  
Kansas City, MO

<http://kansascity.bizjournals.com/kansascity/calendar/>

Kansas City Business Journal  
People Power: Winning Through HR  
December 3, 2010  
Mizzou Center  
Blue Springs, MO

<http://kansascity.bizjournals.com/kansascity/calendar/>

Kansas City Business Journal  
Strategic Planning  
December 12th, 2010  
Mizzou Center  
Blue Springs, MO

<http://kansascity.bizjournals.com/kansascity/calendar/>

St. Louis Business Journal  
Smart Reader Seminar  
December 14th, 2010  
St. Louis, MO

[www2.bizjournals.com/stlouis/calendar](http://www2.bizjournals.com/stlouis/calendar)

State of St. Louis 2011  
January 7th, 2011

Hear what is in store for the St. Louis  
metropolitan area in 2011.

[www2.bizjournals.com/stlouis/calendar](http://www2.bizjournals.com/stlouis/calendar)

### **InvestMidwest 2011**

March 30-31, 2011

Kansas City, Missouri

Provides access to capital for emerging, privately held companies and promotes entrepreneurship, business growth and expansion in the region. Businesses will present their ideas to investors in three industry tracks: life sciences, IT/general business and alternative energy/cleantech. To receive preferential consideration, **apply by Nov. 12**. Go to [InvestMidwest](http://InvestMidwest) for application details.

### **53rd Annual Governor's Conference on Economic Development**

September 21-23, 2011

University Plaza Hotel &  
Convention Center  
Springfield, MO

<http://www.ded.mo.gov/Conference/GovConference.aspx>







# Missouri Women's Council



The Missouri Women's Council was established in 1985 by the State's 83rd General Assembly to identify and address issues affecting the economic and employment status of women in Missouri.

The first name of the council was the Missouri Council on Women's Economic Development and Training (MCWEDT). The name was changed to the Missouri Women's Council in 1994.

It is the intent of the Missouri Women's Council to work closely with other agencies and community-based organizations to build awareness, educate, promote opportunities for, and enhance the lives and well being of Missouri women business owners and women in the workforce.

The Missouri Women's Council offers information and resources on starting your Own Business, Women in Business, Finding a Great Job, Upgrading Your Skills, and Obtaining State Contracts.

The Council is an agency within the Department of Economic Development. The bipartisan Council is comprised of 15 members: 11 appointed by the Governor, 2 Missouri State Senators, and 2 Missouri State Representatives with the chair appointed by the governor. An Executive Directors is appointed to serve the Missouri Women's Council and the women of Missouri.

**Follow us on Twitter!**

@MOWomensCouncil

## Missouri Women's Council's Women Owned Business (WOB) Network

*Helping Women-Owned  
Businesses Succeed in Missouri*

Becoming a member of the WOB Network can help women-owned business owners find and interact with each other, as well as highlight the goods and services their businesses provide. Register for free, online at [www.wobnetwork.mo.gov](http://www.wobnetwork.mo.gov)

To subscribe or unsubscribe to the Women's Edition, please [click here](#).